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ASX Compliance Pty Ltd

Company Announcements Platform

## Significant upgrade of the FCT platform in Telstra leads to record quarter and a positive outlook for FY17

### Highlights:

- **Significant upgrade of the FCT platform in Telstra**
- **Locks in a record quarter for the company (up 35% on Q3)**
- **Revenue guidance for FY16 is \$6.2M-\$6.4M**
- **Positive Outlook for 2017**

FirstWave Cloud Technology Limited (ASX: **FCT**, **FirstWave** or the **Company**) is pleased to announce a significant upgrade to the FirstWave operated Cloud Content Security Gateway (CCSG), the core services platform for the high-end, complex, cloud security needs of Telstra's enterprise and government customers.

The licensing of the FirstWave CCSG platform, is a major milestone for the Company and has led to a record quarter in the history of the Company and a strong finish to the financial year. FirstWave anticipates revenue for the FY16 of \$6.2M-\$6.4M and a positive outlook for FY17.

Commenting on the record quarter & the recent sale to Telstra, FirstWave's Managing Director, Steve O'Brien said:

*"We are delighted with the record revenue achieved in Q4, our first quarter trading as a public company. The recent sale to Telstra has strengthened our strategic relationship. It is a testimony to the exceptional capabilities of the FirstWave team who continue to lead the industry in innovation and provides a positive outlook for the business in FY17."*

The FirstWave CCSG is FirstWave's own unique services platform offering for telcos and service providers. It is a fully adaptable & integrated solution specifically designed to enable telcos and service providers to sell, deliver, bill & support advanced cloud security gateway services and solutions to downstream customers in a cost-effective, scalable and flexible manner. FirstWave CCSG is both enterprise and carrier grade and specifically architected for the multi-tenanted requirements of telcos and cloud service providers.



The FirstWave CCSG reference architecture incorporates best -of -breed Next Generation Firewall (NGFW), intelligent email inspection & advanced web content filtering technologies from FirstWave and industry-leading security vendors allied with FirstWave's own unified security management, policy control, analytics & reporting apps.

***For more information:***

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**About FirstWave Cloud Technology**

Australian cloud technology company, FirstWave, operates a technology business in the burgeoning cloud based IT managed security services market, having created an intelligent carrier grade cloud security platform for business. First Wave has delivered Software as a Service (SaaS) solutions since 2004 in a form similar to what we call "cloud" today and has a long standing relationship with Telstra. FirstWave offers a comprehensive cloud security and analytics technology solutions suite that, along with advanced mail, web & NGFW content controls, now offers unified, integrated x-threat vector advanced malware protection technology solution for any business or enterprise moving to or operating in the cloud. Over 300 customers already trust FirstWave including the largest Australian financial institutions, state and federal government, utilities, ASX listed and private companies in the mining and retail sectors. [www.firstwave.com.au](http://www.firstwave.com.au)